

Message Text

SECRET

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S E C R E T AMMAN 6665

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FOR UNDERSECRETARY SISCO FROM PICKERING

E.O. 11652 XGDS-1

TAGS/ MASU FPR JO US

SUBJECT, HAWKS -- NEXT STEP

REF: STATE 233051, STATE 234639

1. AM EXPECTING TO SEE KING LATER TODAY ON THE HAWK LETTER OF OFFER AND DELIVERY SCHEDULE PROBLEM. I HAVE HAD A PRELIMINARY DISCUSSION WITH RIFAI WITH MIXED RESULTS.

2. RIFAI'S INITIAL REACTION TO THE LETTER OF OFFER AND QUESTION OF DELIVERY SCHEDULES WAS TO SAY THAT HE WOULD RECOMMEND TO KING THAT LETTER NOT BE SIGNED UNTIL WE HAD WORKED OUT TRAINING PROGRAM AND KNEW WHAT THE RELATIONSHIP WAS BETWEEN THE ARRIVAL OF THE VARIOUS BATTERIES AND A SENSIBLE TRAINING SCHEDULE.

3. I TOLD RIFAI THAT THIS WAS NOW A TECHNICAL ISSUE WHICH HAD TO BE RESOLVED AND THAT THE TRAINING QUESTION IS ENORMOUSLY COMPLEX AND MIGHT REQUIRE AS MUCH AS THREE MONTHS TO SORT OUT. IF THEY WAITED, THEY WOULD THEN DELAY THE PRODUCTION OF ALL OF THE ITEMS OF EQUIPMENT THEY WANTED. SINCE JORDAN HAD NO PROBLEM WITH THE DELIVERY TIMES FOR THE FIRST THREE BATTERIES, IT WOULD BE A MISTAKE TO HOLD THAT UP. SIGNING THE LETTER WOULD NOT CHANGE THEIR OR OUR ATTITUDE ON THE QUESTION OF DELIVERY SCHEDULES AND TRAINING PROBLEMS. NEITHER WOULD FAILURE TO SIGN IT, BUT THE LATTER WOULD HOLD UP SOME

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IMPORTANT QUESTIONS FOR JORDAN. I POINTED OUT THAT THERE WERE

27 PEOPLE INCLUDED IN THE LETTER ON WHICH WE WANTED TO BEGIN TRAINING, AND THAT THERE WERE ANOTHER 36 ALSO READY TO GO FOR WHICH WE HAD TO MOVE IN OCTOBER OR EARLY NOVEMBER. IF THEY WERE HELD UP THEIR COURSES WHICH WERE NOT SCHEDULED EVERY MONTH (SOME WERE 6 AND 8 MONTHS APART) MIGHT ALSO BE MISSED.

4. RIFAI'S RESPONSE WAS TO SAY THAT THE LAG IN ONE YEAR BETWEEN FIRST THREE BATTERIES AND THE SECOND THREE BATTERIES MEANT THAT US WAS NOT REALLY THINKING OF OVERLAPPING TRAINING AND THAT THE SYNCHRONIZATION THERE WAS NOT WHAT HE THOUGHT WAS REASONABLE. HE ALSO POINTED OUT THAT THE NEXT EIGHT BATTERIES WOULD BE COMING ONE EVERY MONTH AND THAT DID NOT SEEM TO BOTHER US. I SAID THAT ONE A MONTH MIGHT WELL BE TOO MUCH FOR JORDAN TO ABSORB AND HE SAID THAT HE RECOGNIZED SUCH WAS A VALID POINT. HOWEVER THE LAST BATTERIES WOULD BE COMING IN 1979 AND THAT STILL DISTURBED THEM. I AGAIN REPEATED THAT TRAINING ENORMOUSLY COMPLEX. WE HAD SEEN THAT JORDAN HAD IDENTIFIED THE FIRST 36 MEN, BUT THESE WERE THEIR ABSOLUTELY TOP PEOPLE. THERE WERE SIGNIFICANT QUESTIONS OF ENGLISH LANGUAGE AND BASIC ELECTRONICS TRAINING TO BE THOUGHT OF AND THAT IT WOULD TAKE A GOOD DEAL OF TIME TO WORK THESE OUT. IF JORDAN WANTED TO DELAY THAT WAS A DECISION IT HAD TO MAKE, BUT NO PERSONAL ADVICE WAS NOT TO DO SO WHEN THE ADVANTAGE TO JORDAN WAS IN GOING AHEAD WITH THE LETTER.

5. I TOLD RIFAI THAT WE WERE ALSO WORKING OUT ROUGH ORDER OF MAGNITUDE FIGURES ON THE FULL PACKAGE AND THAT WE HOPED TO HAVE THEM HERE SOON BUT THAT IT MIGHT TAKE TIME. RIFAI SEEMED INITIALLY TO BELIEVE THE TRAINING PLAN COULD BE WORKED OUT IN TWO WEEKS. EVEN NOW HE FINDS IT HARD TO ACCEPT THAT THREE MONTHS IS A MORE LOGICAL TIME SEQUENCE.

6. RIFAI INDICATED THAT HE BELIEVED THE KING WOULD WANT TO WAIT UNTIL DELIVERY SCHEDULE ISSUE IS RESOLVED BEFORE SIGNING LETTER OR OFFER GIVEN HIS STRONG PERSONAL INTEREST IN THAT ISSUE. I HAVE NO REASON TO DOUBT THAT JUDGEMENT, BUT WILL MAKE STRONGEST CASE I CAN WITH KING FOR GOING AHEAD ON TWO TRACKS-- PRODUCTION OF EQUIPMENT AND TRAINING PLAN. ALSO AT THE END OF OUR TALK RIFAI WAS PREPARED TO ADMIT THAT PRESENT DELIVERY SCHEDULE COULD IN THE END BE CLOSER TO THE RESULTS OF THE

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TRAINING PLAN THAN HE HAD INITIALLY THOUGHT POSSIBLE.

7. SUBSEQUENT TO DRAFTING ABOVE HAVE SEEN KING, I EXPLAINED TO HIM OUR PROPOSAL AFTER HE READ SECRETARY'S LETTER PUTTING STRONG EMPHASIS ON BENEFITS TO JORDAN OF PROCEEDING ALONG TWO TRACK APPROACH AND OUR WILLINGNESS TO EXPLORE JOINTLY RELATIONSHIP BETWEEN TRAINING AND DELIVERIES. KING WAS NON COMMITTAL BUT HE SAID HE WOULD GET BACK IN TOUCH WITH ME.

8. COMING OUT OF KING'S OFFICE, I RAN INTO RIFAI AND CHIEF OF STAFF
BIN SHAKER. RIFAI SAID I HAD BEATEN HIM TO KING ON THE MATTER
AND BIN SHAKER INDICATED THAT TA THEY HAD A FEW PROBLEMS WITH SOME OF
THE ITEMS OF EQUIPMENT AND WOULD BE TALKING TO US SHORTLY ABOUT
THAT BIN SHAKER WILL BE HELPFUL, I BELIEVE WITH KING AND
COUNTERBALANCE RIFAI. WILL REPORT CONVERSATIONS WITH KINS IN
MORE DETAIL (SEPTTEL) AND OF COURSE WHEN I HEAR ANY RESULTS
THEIR DELIBERATIONS.
PICKERING

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